

Message Text

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PAGE 01 BAGHDA 01928 020651Z
ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00
 DOTE-00 INR-07 NSAE-00 CIEP-01 FAA-00 L-03 /031 W
 -----020654Z 048659 /12
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FM USINT BAGHDAD
TO SECSTATE WASHDC 3974

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E.O. 11652: N/A
TAGS: EAIR, IZ
SUBJECT: BOEING EXTENDS CONTRACT WITH IRAQI AIRLINES

1. ROY MEYER, CHIEF OF BOEING SUPPORT GROUP IN BAGHDAD, TOLD USINT PRINCIPAL OFFICER ON DECEMBER 28 THAT BOEING HAD SIGNED A LAST MINUTE EXTENSION OF ITS CONTRACT WITH IRAQI AIRLINES. PRESENT CONTRACT EXPIRES DECEMBER 31, 1976. EXTENSION IS STILL SUBJECT TO GOI RATIFICATION.
2. EXTENSION PROVIDES FOR 85 BOEING PERSONNEL THROUGH JUNE 30, 1977 WITH A REDUCTION IN STAFF TO 55 DURING SECOND HALF OF CALENDAR YEAR. EXTENSION TERMINATES ON DECEMBER 31, 1977. TOTAL COST OF BOEING SERVICES DURING 1977 WILL BE APPROXIMATELY \$4.25 MILLION.
3. DURING 1977 BOEING PERSONNEL WILL BE ALMOST EXCLUSIVELY CONCERNED WITH AIRCRAFT MAINTENANCE. MANAGERIAL ADVISORY FUNCTIONS ARE BEING PHASED OUT.
4. COMMENT. CONTRACT WAS SIGNED AFTER HARD AND PROTRACTED NEGOTIATIONS. MAIN PROBLEM WAS PRICE. GOI BELIEVED THAT BOEING CHARGED TOO MUCH FOR ITS SERVICES. BOEING MADE SUBSTANTIAL PRICE REDUCTIONS DURING THE NEGOTIATIONS AND, IN END, IRAQIS APPARENTLY REALIZED THAT THEY HAD

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LITTLE ALTERNATIVE IF THEY WISHED TO MAINTAIN ACCEPTABLE SAFETY STANDARDS FOR THEIR AIRCRAFT.
WILEY

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Message Attributes

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